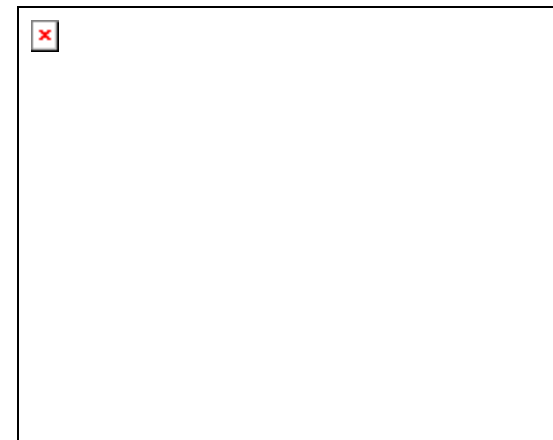




Economic Development

Business Retention & Expansion





Vision

Work proactively with local businesses to identify and remove barriers to growth and explore opportunities for increased economic vitality.



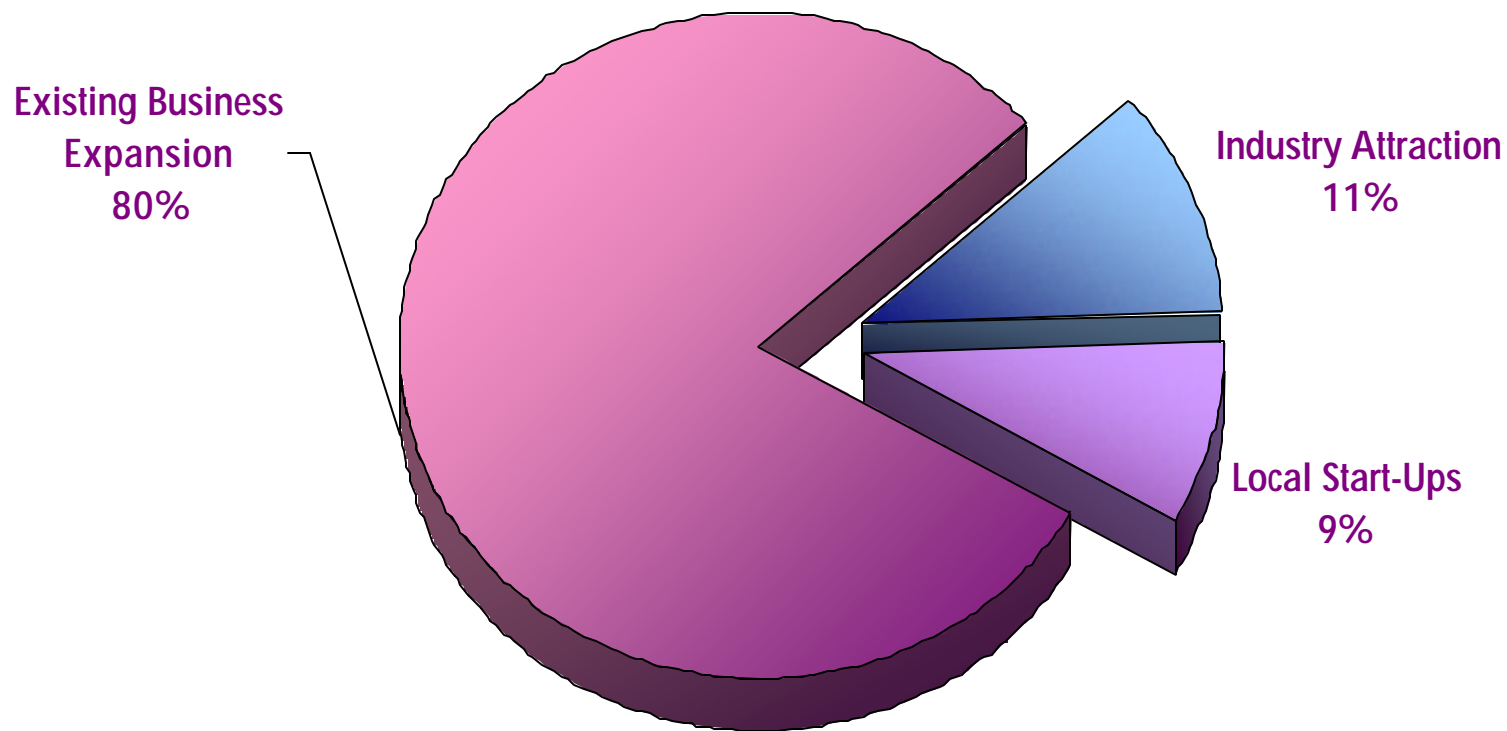
The Cycle of Jobs

A community's economic health is dependent on the number and quality of jobs provided by employers in the community.





Sources of Job Growth



Up to 80% of all NEW job creation comes from existing businesses.

Source: "The Job Creation Process," by Dr. David Birch, MIT



Purpose of Business Retention & Expansion

- Establish a dialogue with business
- Inform business of available resources
- Identify barriers to growth
- Facilitate assistance through partners
- Identify opportunities for expansion and new job creation



Process

- Identified target industries

Advanced Manufacturing

Bio Med

Aerospace/Defense

Creative Class

Technology/Innovation

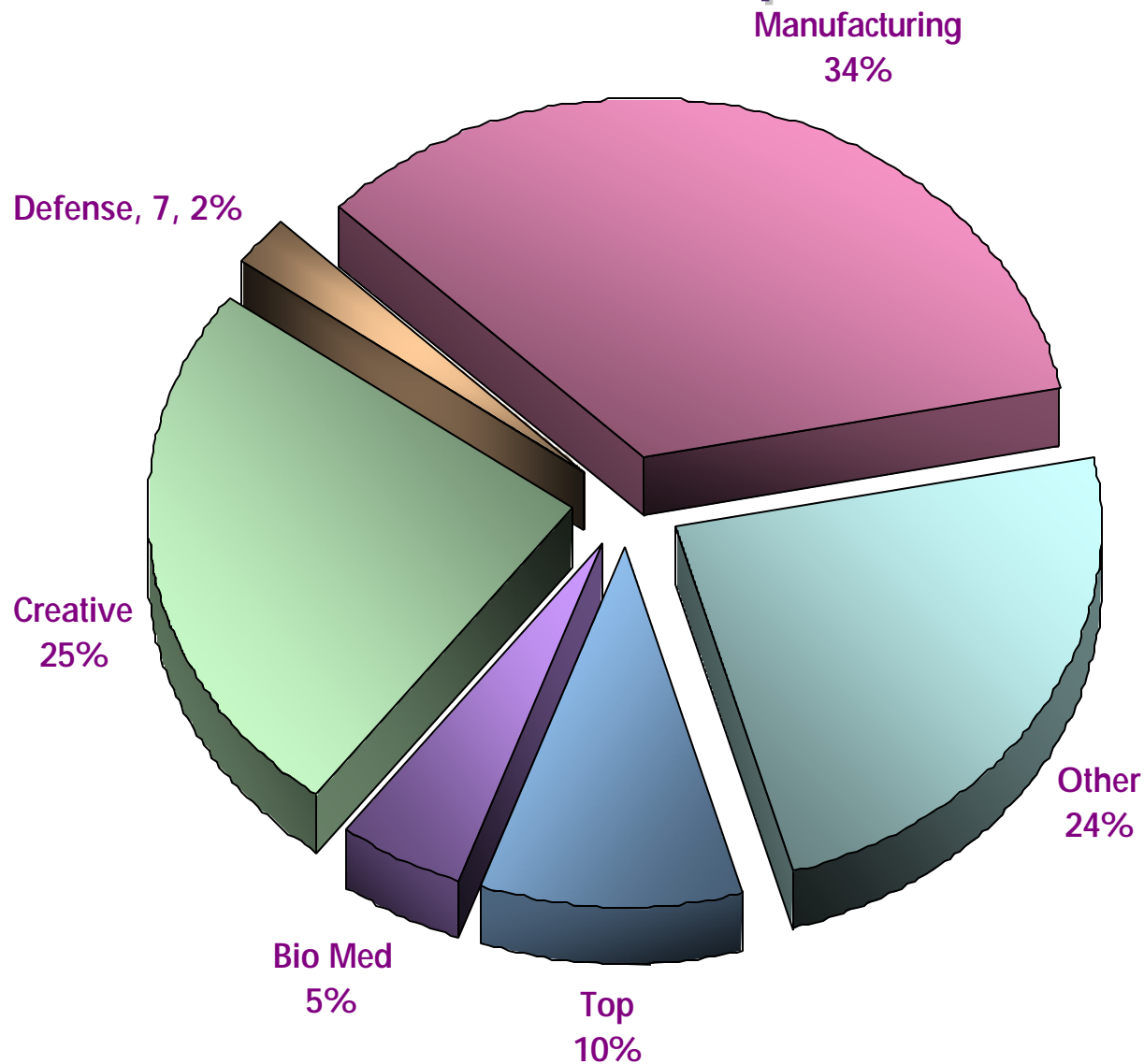
Top 30 Employers

- Utilized IPED study to target growth occupations
- Visited at business location
- Open discussion about business needs and potential for growth



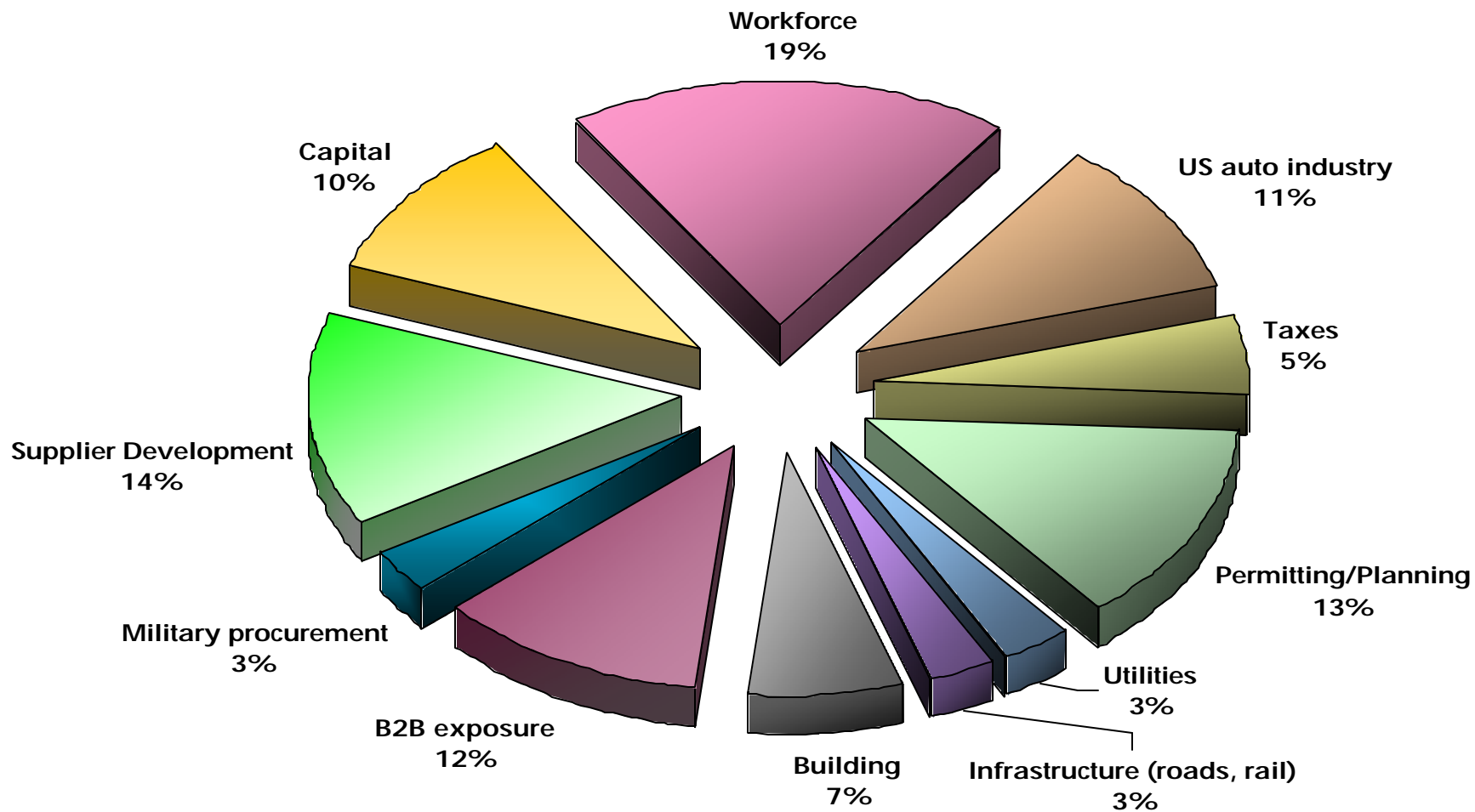
Fiscal Year 07 Results

More Than 300 Companies Visited



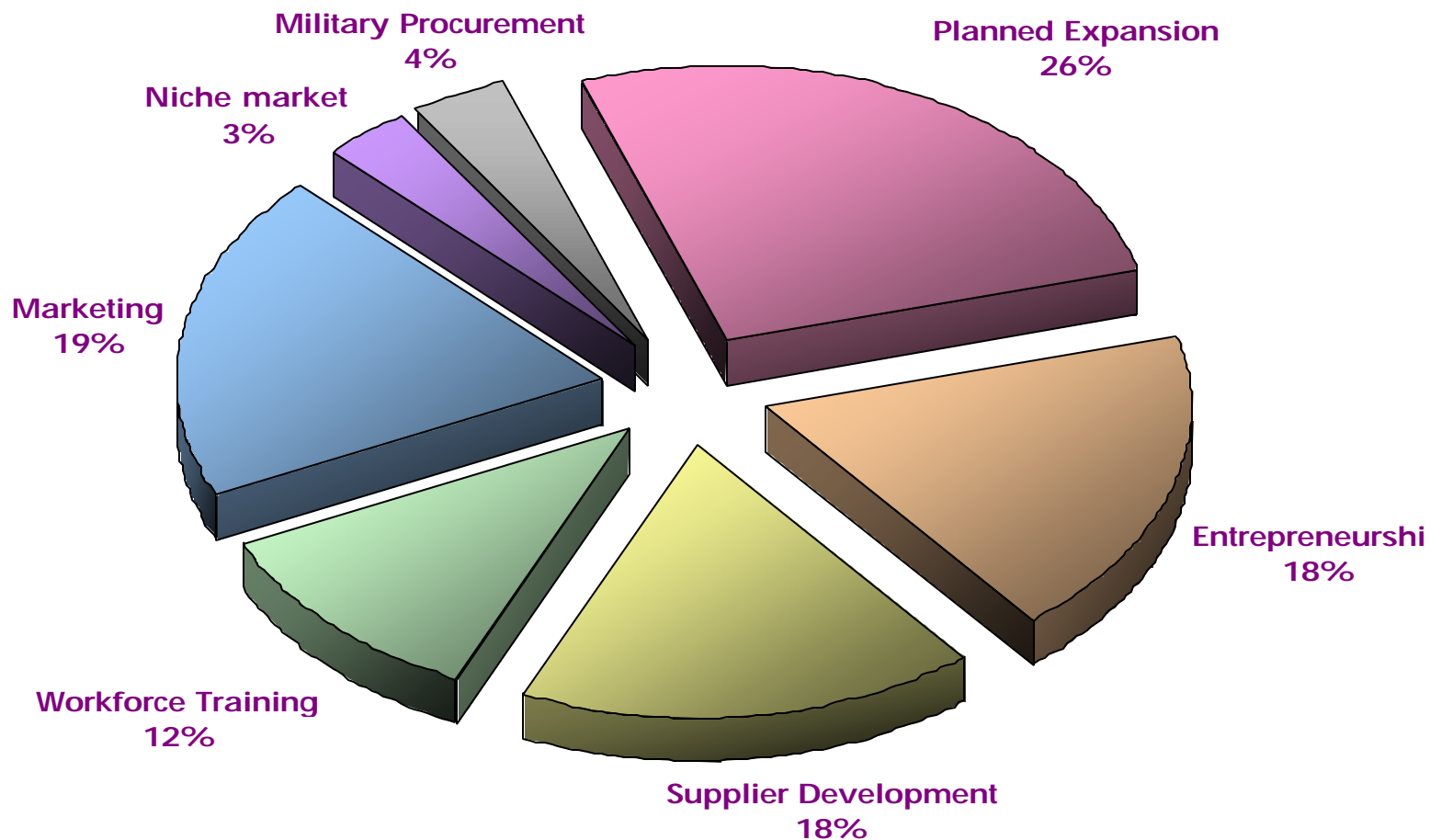


Barriers to Growth





Business Growth & Skills Development





Barriers to Growth

Recurring Themes

Workforce

- Highly specialized technical skills needed
- Advanced manufacturing skills needed
- Professional/recent graduate retention

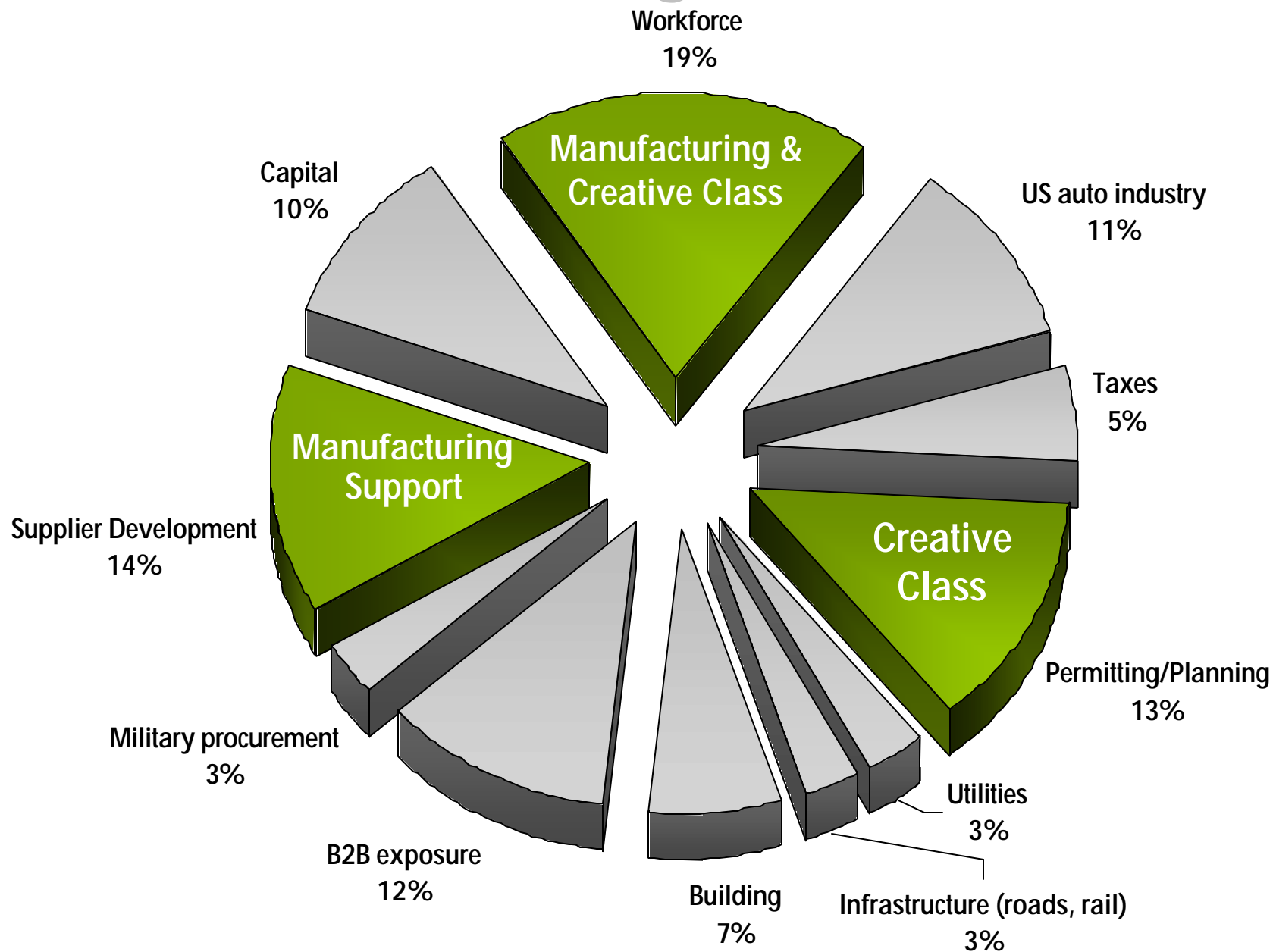
International/Maquila Business Connections

- Unknown regional support service capabilities

Permitting/Planning Process



Recurring Themes





Addressing Barriers to Growth TODAY

Collaborate with workforce partners

- Share information on business needs
- Immediate referrals for incumbent worker training programs
- Identify funding sources for business centric approach to regional workforce development



Addressing Barriers to Growth TODAY

Supplier Development Program

- IPED Study to determine needs
- Supplier Questionnaire to build regional supplier database
- Develop marketing program to highlight regional assets

Development Coordinator

- Facilitate businesses with permitting/planning process in EP



Addressing Barriers to Growth TOMORROW & BEYOND

- Drive expansion
- Connect businesses to resources
- Facilitate and encourage partner collaboration
- Maintain and enhance a positive business climate
- Expand market intelligence



Opportunities for Innovation

Collaboration with technology partners

- UTEP, EPCC, Texas Tech, Western Tech
- Trans Pecos Regional Center for Innovation and Commercialization – Emerging Technology Fund
- Bi-National Sustainability Laboratory
- Military and Border Security



Upcoming Events

Preparatory ETF Overview – “Building the Pipeline”

- Proposed early August

Capital Forum for Entrepreneurs – “Filling the Pipeline”

- Late September
- Angel investors, venture capitalists, banks, ETF

Border Security Conference - UTEP

- August 13 and 14
- Technology in border security applications



Opportunities for Innovation

Technology Tool Box

- State of Texas Emerging Technology Fund
- Camino Real Angels
- Small Business Innovation and Research

Nurture growth of Creative Class

- Quality of Life
- Competitive salaries and opportunities
- Preventing brain-drain (UTEP student survey)



What are other Communities Doing?

Comparable communities

- Denver, CO
- San Jose, CA
- San Diego, CA
- Austin, TX
- San Antonio, TX
- Phoenix, AZ



Program Objectives

- Gauge business climate
- Strategic approach to visits
- Focus on growing industries in targeted clusters
- Proactively connection businesses to resources
- Partner accountability
- Strategically addressing barriers to growth
- Address

Workforce Supplier Development Planning/Permitting



We are Change Agents

- Create new jobs through business expansion
- Nurture an entrepreneurial culture
- World class supplier development
- Lead economic development partner collaboration
- Influence pro-business climate